To: McHugh, Michael, Maney, F, Richards, M, Mitchell, Greg, Grossberg, S, Dibenedetto, Charles A., Feltman, John P., Gambardella, Mark R., Brown, Greg, Figueroa, David A., Orourke, Rory, Young, Mark, Klein, John F., Alese, Louann F.
From: Moulton, G
Posted: 1/27/98 17:02
Opened: 1/28/98 8:24
Subject: New Salem--McLane

Dear Managers:

At the 1998 Sales Meeting several reps were concerned that they could not order the New Salem Product through McLane. The following are item numbers that should be passed onto your sales reps for their use in accounts serviced by McLane:

NEW SALEM	ITEM#	$.30 OFF ITEM #
SALEM FF KING	747499	
SALEM FF 100	947507	
SALEM LT KING	947531	
SALEM LT 100	947556	
SALEM UL KING	947598	
SALEM UL 100	947606	
SALEM SL 100 BOX	947564	
SALEM FF SLIDE BOX	947523	387530
SALEM LT SLIDE BOX	947481	387597
SALEM FF 100 BOX	947614	387829
SALEM LT 100 BOX	947580	387720

I am sending a copy to the ROU for forwarding to all employees involved. I am asking you to send it to your reps as there was a great deal of concern about ordering the new product.

George Moulton

CC: 1210 - New York ROU (ALVICHA)

Sales		Retail	
1221	2, 3, 5	1222	20, 21, 22, 24, 25, 26
1222	2, 3, 4, 5, 6, 7, 8, 9	1223	20, 21, 22, 23, 24, 25, 26, 27, 28
1223	2, 3, 4, 5, 6, 7, 8	[illegible]	22, 24, 26, 27, 28, 29, 30
1224	3, 5	[illegible]	21, 24
1225	3	MCM	
1226	3, 4	PC	CC
1229	4, 6, 8, 11	MC	PA
1240			
1244		RSM	RSM

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